

large quantity of iron and steel and other metallie goods into Hong Kong and Canadian firms should not overlook this important outlet for their surplus products after the war.

IRON AND STEEL IMPORTS.

Practically all the standard forms of iron and steel are imported into Hong Kong, but a particularly large business is done in such lines as plates, bars, rods, hoop steel, wire nails, etc. There is a special demand for bars of a certain roll suitable for the Chinese market and known generally to the steel trade. This demand was formerly supplied almost entirely from Europe, but North American mills have now begun to cater to this trade. All sizes of wire nails are required in Hong Kong, but the smaller sizes are especially in demand. A large quantity of nails is imported annually and this is a trade which Canadian mills are well equipped to cater for. Wire nails are usually supplied to South China in kegs of 1 picul (133½ pounds, avoirdupois) net weight.

It is important for Canadian exporters of iron and steel products to the Hong Kong market to bear in mind that the trade is regulated by the practices and customs prevailing in Great Britain and other European countries. As an instance prices for iron and steel products in the Hong Kong trade are always based on net weight, no allowance being made for packing or shorts. North American practices have therefore to be discarded. The conditions laid down in the indents should be followed closely as otherwise the importer will be caused a great deal of unnecessary vexation and disappointment. This point was emphasized by more than one importer and it was stated that North American firms would have to change their practices if they wish to secure a permanent foothold in the South China trade.

The following summary of the chief assortments given in the list of a Hong Kong importing firm will give Canadian exporters some indication of the principal iron and steel requirements for South China:—

Countersunk chequered-head wire nails in kegs of 1 picul net weight, pitch paper lined with heads cleated and with two steel wire hoops and two steel flat hoops.

Galvanized wire packed in coils, each 1 picul net, and four small coils in a larger coil, as usual for Hong Kong, wrapped in paper and burlap.

Galvanized mild steel hoops, cooperage quality, made up in scroll bundles of 56 pounds net tied with mild steel hoop cuttings.

Galvanized wire cuttings in lengths of 10 fathoms and up packed in coils of 112 pounds, and wire-tied.

Mild hoop steel cuttings packed in coils tied with cuttings, 5 feet and up.

Mild steel bar ends, 3 feet and up, tied in bundles of about 112 pounds, price per cwt. of 112 pounds.

New galvanized-wire cuttings in about 100-foot lengths, packed in coils of about 112 pounds, in gunny.

Galvanized-wire shorts in eachweight bundles of 112 pounds, unwrapped.

Galvanized mild-steel sheets (plain) per case of 560 pounds, price per cwt. of 112 pounds.

Plain bamboo steel in 1 picul cases, lengths of about 33 inches.

Steel-plate cuttings per ton (2,240 pounds).

Round mild steel bars, 20 to 22 feet long, shipped loose, per ton of 2,240 pounds.

Round mild steel bars 18 to 20 inches long, price per picul (in bundles of about 1 picul net, balance loose for small sizes).

Flat mild steel bars, 18 to 20 inches long, price per picul (small sizes in bundles of about one picul net, balance loose).